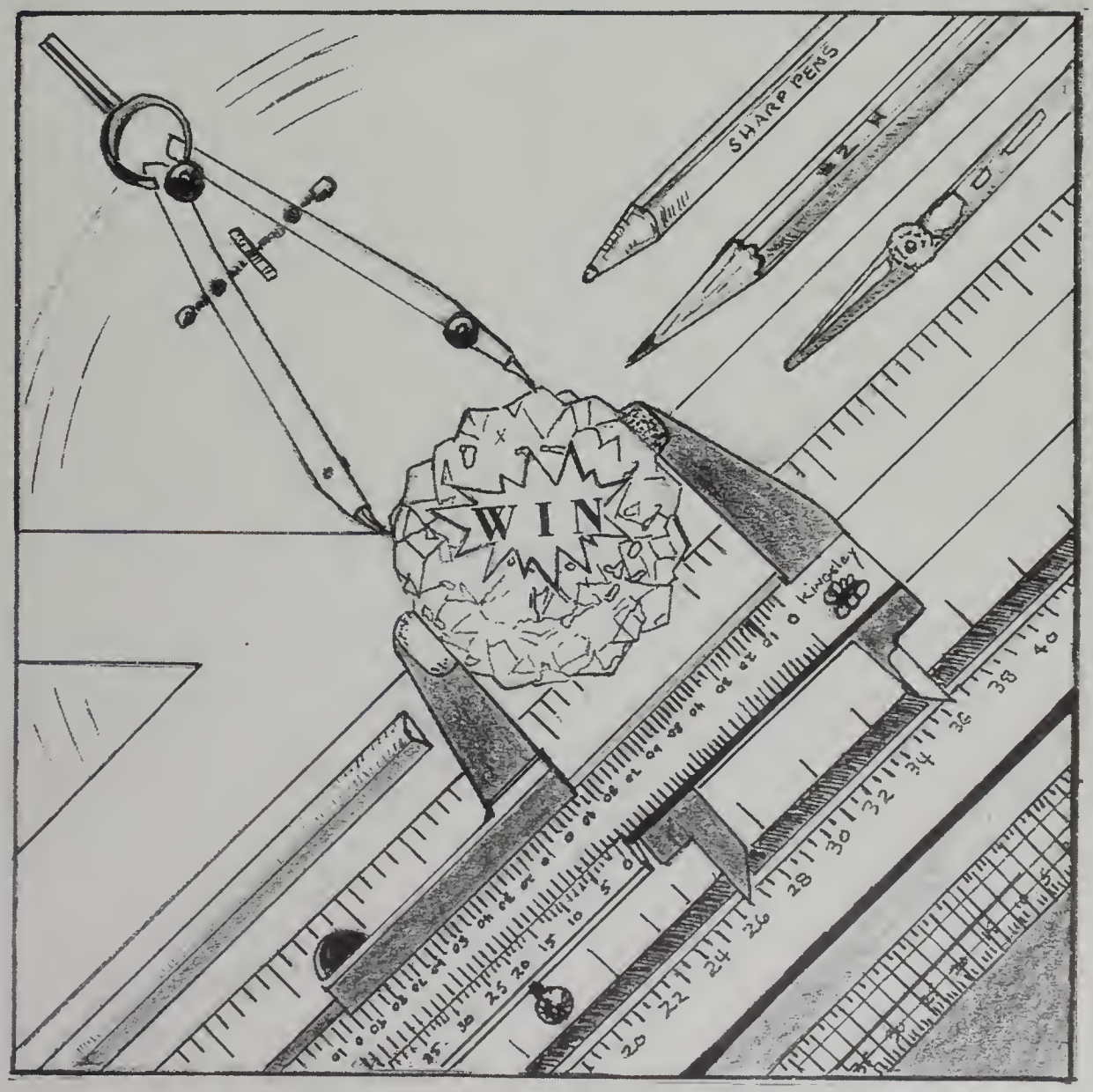
OFFICIAL PUBLICATION. . . WOMEN IN NUMISMATICS

winning ways



VOLUME 2 NO.1

WIN...THE MULTI-FACETED ORGANIZATION

JANUARY, 1993

WIN
WOMEN IN NUMISMATICS

Organization Mailing Address:
Dorothy Johnson, Secretary WIN
P.O. Box 742435
Dallas, TX 75374-2435

BOARD OF DIRECTORS

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Newsletter

WINNING WAYS is a quarterly publication of Women In Numismatics. The acceptance of an ad (business or classified) does not constitute approval or endorsement by WIN. WIN claims no liability for content of business or classified ads, and all ads are accepted on a space- limited basis.

Letters-to-the-Editor Policy

Letters-to-the-Editor are welcome from both members and non-members and must include your name, address and phone number.

Letters will be published in *WINNING WAYS* as space and publication deadlines permit, and are subject to Editorial discretion.

Whenever a letter is addressing a specific problem that the Board can assist in resolving, it will be forwarded to the appropriate personnel.

Feature Articles

Articles, photos and features pertaining to the numismatic industry are welcome and are subject to Editorial discretion and editing.

Publication deadline dates are:
November 15.....January issue
February 15.....April issue
June 1..... July issue
August 20.....October issue

Mailing Address

Please address your newsletter correspondence to:
Gloria E. Peters, P & M R. C.
14252 Culver, #490
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Mary Sauvain

THE PRESIDENT'S PAGE

WIN's second year is ending up with a bang. It has been a great two years and year number three is going to be even better!

Two important items for early 1993 are as follows:

1. WIN is hosting a reception for Elizabeth Jones, former Chief Engraver of the U.S. Mint. Elizabeth donated her time and talent to design WIN's logo. To show our appreciation, WIN is honoring Elizabeth as guest of honor at a reception being held during the ANA Early Spring convention being held at Colorado Springs March 10-13. The reception will be held at ANA headquarters where there will also be an exhibit by Ms. Jones. All WIN members are encouraged to attend. You will each receive an invitation to the reception. Hope to see you there!

2. WIN annual dues are being adjusted--downward! Dues will be $35.00 effective January 1, 1993. Good news, huh? Our membership numbers (well over 60) help make that possible. Also, for all new members who signed up after October 1, their dues are paid up through December 31, 1993. The Board is pleased to be able to make this change.

Ruthann Brettell and Virginia Meier of the American Numismatic Association convention department have volunteered their time and office as a clearinghouse for WIN members. There may be times when you are planning to attend a coin show or convention and would be interested in sharing a hotel room in order to reduce expenses. Or, perhaps you will have some free time and would like to join another WIN member for dinner. Call Ruthann or Virginia at their convention office (719-632-2646) and relay the information to them. That information will be on file for other WIN members who call the convention office looking for a roommate or dinner mate for that show. Hope we are all able to take advantage of this clearinghouse service in 1993. Thanks to Ruthann and Virginia for making this opportunity possible.

WIN's Bylaws have been reviewed by fellow WIN member, David Ganz, for thoroughness. I am requesting that they be approved by general membership at our meeting in Orlando at FUN. After the Bylaws have been formally approved in Orlando, each WIN member will receive a copy. Thanks to David for his time and

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* Cover and special graphics..... Cynthia Mohon

MEMBERS AND NON-MEMBERS

We are always searching for new material, original research, fillers, plus human interest stories for WINNING WAYS. Deadline for the April issue is Feb. 15th.

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VIEWPOINT

By Gloria Peters

THE ELECTION SCENE

The national elections are over and I'm sure in addition to the rejoicing of the majority there is the gnashing of teeth among the losers. The cover of our last issue carried a message that perhaps proved truer than a few pontificators would care to admit. They're going back to the drawing board and try to figure out where they went wrong. It doesn't take an Einstein to draw several conclusions...and the economy is only one. Sometimes when you swing too far...to the right or to the left...the screen door will come back and hit you in the posterior.

Except for Ross Perot. He established himself as the "watch dog," which in my opinion, is exactly what he intended to do. "Crazy" ...like a fox he is. Nineteen to twenty percent of the popular vote is nothing to sneeze at.

Of course there are probably some folks who might agree with syndicated columnist William F. Buckley who stated in his November 5th column "A Swan Song Filled With Contradictions," *Quote*..."The vote of women for Clinton, greatly exceeding that of men, is being interpreted as a protest against Bush's pro-life position. My own guess is that much of that vote was maternal in nature: For many, Clinton emerged as a boyish victim of the chief of state who was engaged in bullying tactics; a sense of fair play was aroused."

A thinking women who considers the issues, like the other gender, doesn't seem to be a reasonable alternative in their world. Shades of centuries past! This "year of the woman" could be *heavy*!

Let's hear it for the 'great' intellectual minds that surround and will surround the post-mortem.

Regardless of how we voted...or for whom we voted...we did vote, and that's the American way!

Although this is a numismatic publication, Viewpoint will continue to confront issues that are important to women.

* * *

To lighter subjects.

Elizabeth Jones will be honored by Women In Numismatics at the Spring ANA convention in Colorado Springs, Colorado. Our President, Mary Sauvain, has done yeoman service in arranging this reception and all dealers, families and friends are welcome in a salute to Elizabeth. Elizabeth, through her artistic talents, has changed the face of numismatics in our time. If you're going to be in Colorado plan to attend. I understand ANA plans to provide transportation from the Broadmore.

Kenneth Bressett, well known scholar, historian, numismatist, and author will be writing *WINNING WAYS* Book Review section on a regular basis starting with the April edition. WIN is truely honored to have Ken as a regular contributor.

A new year is on the horizon and my wish is for *all* of us to increase our fellowship and involvement in Women In Numismatics. It's time to put aside procrastination and doubts and join a WINning team.

THE BUSINESS OF COINS

BUILD SUCCESS

Network

Network

Network

BUDGET--CASH FLOW

By

Sarah S. Ross, President
Ross/First Financial

Second in a Four Part Series
On Business in Our Industry

BUDGET AND CASH FLOW

Developing a budget helps you know where you stand and allows you to set short term goals for your business. You need to have a firm grasp of how much it takes per month to run your business, how much you need to take home, and which are the expendable items. It allows you to evaluate if you are spending your money wisely and getting a return on each investment.

Your budget should allow for cash flow or the lack thereof. If you don't budget for this you can be in serious trouble and if the people you are selling to aren't balancing you could be in worse trouble.

"Watch with whom you deal"

Unfortunately since this industry is small, a dealer who defaults on his purchases not only dramatically hurts the dealers who don't get their money, but also temporarily cripples the industry and devalues your inventory. I suggest you watch with whom you deal. You should do a broad enough business that you don't count too heavily on any one dealer.

Lets look at your budget. Rank your

"Think about each expense....."

---

regular monthly expenses from most to least important. Note what they are and how much they are. If things get tough you know immediately where to start cutting, at the bottom. Think about each expense: What is your return on

---

How much actual profit did you make...?

---

on that expenditure? For instance, take a local trade paper, has your regular ad, (you get discounts for committing to a year), actually been paying for itself? Did you get new customers? How much actual profit did you make on them? Did you sell coins you may have listed? Did you make enough extra to pay for the ads? All of these should be evaluated.

"Key to a profitable business...keeping costs down...making your money work for you."

Maybe you should not advertise, change your ad, try another vehicle?

Coin shows: Should you take a table? Should you share a table? Should you walk the floor? Do you need to be there the entire time? Do you do enough extra business to pay the extra expenses? The key to a profitable business is keeping costs down and making your money work for you.

Coin dealers, let alone women coin dealers, have trouble with getting credit with banks because of the nature of our business (and all the bad press).

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Dorothy Johnson

FROM THE SECRETARY'S DESK

Secretarial notes are unofficial until approved at the next WIN meeting.

Long Beach. CA
October 15, 1992

The meeting was called to order at 7:08 p.m. Thursday, October 15, 1992. Nineteen members and guests were present. Each person present spoke of her/his business experiences. Vice-president Sondra Beymer introduced Ruthann Brettell, Convention Director of ANA and WIN member, as the guest speaker. Her presentation "Women, The Enemy Within" was met with sincere appreciation. The question and answer period following the talk was a lively indication that Ruthann was on the mark with her commentary.

Following the discussion, the business meeting commenced. The minutes were approved as read. Treasurer Linda Brueggeman reported the year-to-date balance of $5,140.00 with an operating income of $1,738.78.

Under old business, President Mary Sauvain stated that the membership cards were ready and would be mailed with the lapel pins.

Under new business, Gloria Peters newsletter editor presented a form for soliciting advertising. She stated, "People will show support if we ask."

The president stated that WIN will honor Elizabeth Jones, former Chief Engraver of the U.S. Mint, at the ANA Early Spring Convention at Colorado Springs. Dorothy Baber suggested Elizabeth Jones be made a charter member of WIN.

Cindy Grellman presented WIN with a membership in FUN. FUN also requested an exhibit from WIN. The president read a letter of resignation from the parlimentarian, Patty Moreno.

The vice-president presented Teresa Darling with a gavel for her time and attention given to co-founding WIN and as WIN's first president.

Dorothy Johnson
Secretary

President's Page...Cont. from page 1

talents on this endeavor.

Patti Moreno, Parliamentarian, submitted her resignation as Parliamentarian at our Long Beach meeting due to other commitments. Sue Corbin will be WIN's new Parliamentarian for the remainder of the current term. Thanks, Sue, for coming aboard midstream. Sue has been an active WIN member since the beginning and I know she will do well in her new position.

You should all have your membership card and logo pin by now. If not, contact Gayle Pike, Membership, at 81 N. Century, Memphis, TN 3811. She will determine what the holdup might be.

Best of luck to you and yours for 1993.

Mary Sauvain
President

* * *

Vice-President Sondra Beymer presents engraved gavel to WIN's first president, Teresa Darling.

WIN MEETING

WIN has the distinction to have as it's guest speaker Larry Briggs, author of *Encyclopedia of Liberty Seated Quarters.* Larry is a well-known expert on the popular Seated series and it should be a lively, informative evening.
Bring your questions...your book for an autograph... and join us.

Place: FUN Convention
Date: January 7th, 1993
Time: 7 pm-8pm

MEMBER IN PROFILE

PAT DAVIS
Centennial Coins, Torrance, CA

By Cynthia Mohon

Sometimes a job can be really jinxed. This interview was one of those projects that seemed to give me trouble on every turn. First, I seem to have caught some kind of cold at Long Beach and, and by Sunday, when I had arranged to interview Pat Davis at Long Beach, I had a somewhat reduced attention span. Nonetheless, Pat is a dynamic and highly interesting lady so she did a great job. When I got home to transcribe the interview, I discovered that the tape recorder had failed!. I called Pat and made an appointment to visit at her shop in Torrance. I really enjoyed seeing a WIN member's fine workplace. Pat Davis is another person I am very glad to know better. She is a tall, slender woman supercharged with energy and intelligence. Her verve and vivacity is tempered with experience and humor. She has an infectuous laugh no one can resist. She likes to have fun...and it's clear that numismatics has been her playground for a long time. She seems to like everything about it...the coins, the history, the collectors, the auctions, the research, the memorabilia, and the literature. She has stacks of pricing research and extensive evaluations of rarity tracked for her years of collecting and business-dealing. She is eclectic in interests–and her part of her shop wall decorations reflect elements of her life in which she is justifiably proud...her family, her life membership in ANA, a letter of recognition from the Scouts and a letter acknowledging participation in the Volunteers for the Gettysburg Battlefield Preservation...among others. Her husband Jim, and my partner Gloria Peters participated in the interview.

Q: Tell us about yourself...where you were born...lived...education...occupations?

A: I was born in Torrance and raised in Redondo. I'm Scotch-Irish extraction. My education took place in Southern California. I went to St. Mary's Academy for my first two years of high school, then transferred to Redondo Union High School because unlike St Mary's, Redondo was co-ed. I wanted to go to college, but my dad couldn't afford the expense so I went to work as a telephone operator then transferred to the engineering department as a secretary.

I married my high school sweetheart. Jim and I have a wonderful family--two girls and three boys. My desire for an education sent me back to college at night when Jim could be with the children. I graduated with a degree in Real Estate and continued to take extra courses in Business Law, Business, Geology and English. I opened a Real Estate Brokerage and thought about obtaining a degree in law with a real estate speciality, but after meeting many attorneys through my business, I couldn't see associating with that profession.

Q: Tell us about your start in numismatics.

A: I started with a little blue penny book that cost me 35 cents at Newberry's. I punched in all the pennies from my jug of coins except for a 1954. That empty hole was more than I could bear, so I found a coin shop and bought the final penny but fell in love with an AU 1911 Barber dime, which started me on a lifetime of fun with collecting. At one time, I even found a 1955 DD cent but I didn't know what this weird coin was and put it in a dresser drawer. Later, when I realized what I had found, I tore up the dresser but came up empty-handed. It sure looked funny to me. I couldn't make it out so I put it away in a dresser drawer. When I figured out what it might be, I couldn't find it anymore.

My coin dealer, Ed Fishman, taught me basic grading and when my children were of school age I would drop them off at school and take young Jim, who was an infant-seat occupant, to the coin shop. While he cut his teeth on coin holders I viewed Ed's latest purchases. My favorites were Indian cents, Type and Commemoratives. At that time, I hadn't seen many Commemoratives, except the few that were put into circulation like the Columbians. My first commemorative was an Alabama--then Katie, Bar The Door--I wanted more. My checkbook was empty all the time after that. I remember the first coin show

Continued on page 12

The Business of Coins...Cont. from pg. 4

Currently I am not aware of credit ratings for business but I am sure in this computer age that they are not far away. They could be developed

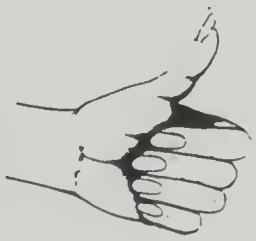
"pay your bills on time, but play the float"

at any time and would be important to your business. I believe that you should definitely pay your bills on time but play the float at the same time. In other words, if a bill is due on the first and a late charge is assessed on the seventeenth, mail your check so it gets to them on the fifteenth or sixteenth. If you are in the same city it probably takes 1 or 2 days. If across the country, it could take three to seven days. Try mailing your payment on the tenth and see when they post it. Don't play it too close and get a late charge. This way you have had a chance for your money to sit in your account ten to fourteen days longer. This gives you a larger balance in your bank account and your bank will be happier with you, (especially if you are on analysis).

Editor Note: We're looking forward to Part Three, Sarah. Thanks.

* * *

Thumbs Up!



It's an unusual award this issue in that it honors WIN's president Mary Sauvain, who organized the reception for Elizabeth Jones, former Chief Engraver of the U.S. Mint, at the ANA Spring convention planned for March, 1993. It also expresses appreciation to M & M Travel, Heritage Coins, ANA, Art Kagin, Superior Coin Galleries and Anthony Swiatek for their assistance in helping WIN sponsor this small token of our appreciation for the contribution Elizabeth has made to the WIN organization.

INFLATION

William Johnstone Britton

I sit here thinking and planning on how to pay these bills,
And I wonder how many people there are suffering from similar ills,
Here in this good old country and in countries across the sea.
I'm sure their problems are much the same as the problems troubling me,
The hard part is that the man who owes must pay in a different coin,
From that which obtained when the debt was made and money was easy to earn.
Now it's just the same in a national way with our friends across the sea,
They must pay in money worth two for one or more, same as you and me.
It's even the same with states and counties and municipalities,
The only things at par or above are gold and taxes and human fatalities.

Though I'm no expert economist, it seems plain enough to me,
Some leveling process must take place before any better times we see.
Now we've tried to get values of all things up to a parity with gold,
With experiments such as the Farm Board spending gobs of wealth untold.
Our efforts seem to be all in vain and the principal obstruction,
Our experts tell us, seems to be that we're suffering from overproduction.
If this is true the answer, it seems, is so simple it's really funny,
The key to this leveling process must be an overproduction of money.

June, 1931

Editor Note: Gayle Pike found this poem in an old book of poems written by a man in Memphis, Tenn. "Although it was written in 1931, it still seems valid today." Thanks, Gayle.

Gayle Pike was elected to The Board of Governors of The Blue Ridge Numismatic Association.

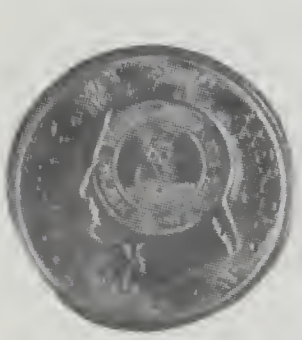
Congratulations!

THE DERRING-DO OF '41 ©

By Gloria Peters

There must have been electricity in the air when 300 members of the Western Reserve Numismatic Club of Ohio gathered to celebrate the club's 20th anniversary in 1941. The club, under President Harley, arranged to have a specially designed counterstamp struck onto a member's Cleveland commemorative coin.

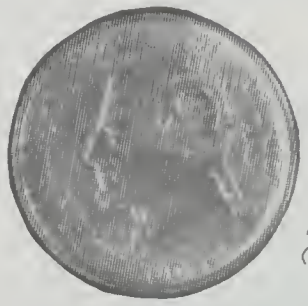
CLEVELAND COUNTERSTAMPED COMMEMORATIVES



1941

1971

1971
TRIAL DIE



1971
DOUBLE STRUCK

Of course defacing a U.S. coin was illegal at this time in history, but this was a harmless celebration and a little bit of surreptitious activity excites even the most law abiding citizen. The die sinker company was Heraldic Art Metal of Ohio, and Harry Jones of Cleveland hired the die maker, but the die maker's name remains unknown.(1) In my discussions with Hy Brown who attended this meeting, there is still excitement in his voice as he describes the event. Only Cleveland commemorative coins were counterstamped, and only the 1941 has both an obverse and reverse counterstamp. The dies were defaced after striking 110 coins.(1)

Who talked? Who put a damper on this little celebration? If someone knows, no one is talking...or at least no one has admitted to informing the U.S. Secret Service. The government demanded all members who had received a counterstamped Cleveland coin to turn them in at the next meeting. (1) Most of the members did so. A total of twenty-five (25) 1941 Cleveland counterstamped coins are believed to exist today. Maybe because it was the first time...maybe it was because only a Cleveland commemorative coin was allowed to be counterstamped and the members brought their best coins...but whatever, regardless of the number estimated to exist, a hi-end, lustrous '41 is easier to locate than a equally nice '71.

In 1971 the Western Reserve Numismatic Club again decided to counterstamp coins to celebrate its 50th anniversary. The club had minimal requirements to participate:

1. Be a member
2. Be at the meeting
3. Each member could only have one item (coins, bars etc.) struck.

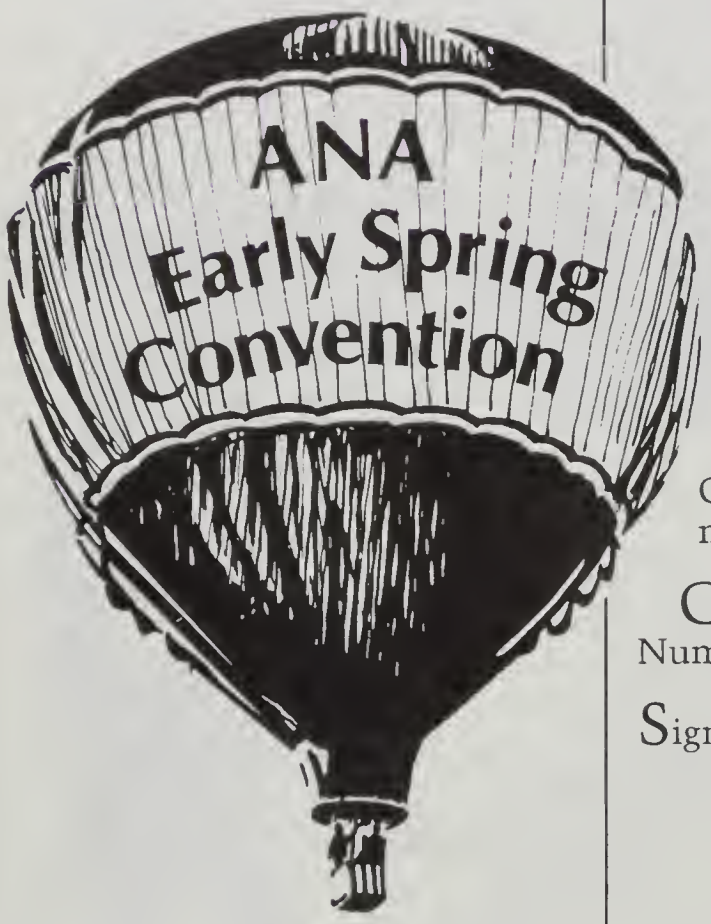
Besides some Cleveland commemorative coins there were 8 Eisenhower dollars struck; 110 Morgans; 1 foreign coin; 15 silver bars. There was also a wooden nickel to celebrate the anniversary and one silver medal with the counterstamp design on the obverse. Only member owned pieces were struck.

A total of 13-15 1971 Cleveland counterstamped coins are estimated to exist, and of these about two (2) are double struck. There is one (1) 1971 trial die piece known (in author's possession).

Unfortunately I missed being involved in this derring-do meeting...but I can feel the excitement every time I find another link to this historical event.

(1) Hy Brown, Mentor Ohio

SAIL with the Best in '93



■ *The 1993 ANA Early Spring Convention*

March 11-13
Broadmoor Hotel
Colorado Springs, Colorado

Soar at the Early Spring Show in Colorado Springs by booking your ANA passage and navigating with the world's best dealers.

Catch the new year's tradewinds by reserving your place at the first-class, five-star Broadmoor Hotel and sailing the spring skiing on the nearby slopes.

Rise to new heights in the revitalized wealth of the Cripple Creek gold camp, where shiny gaming tokens fill the crisp, mountain air.

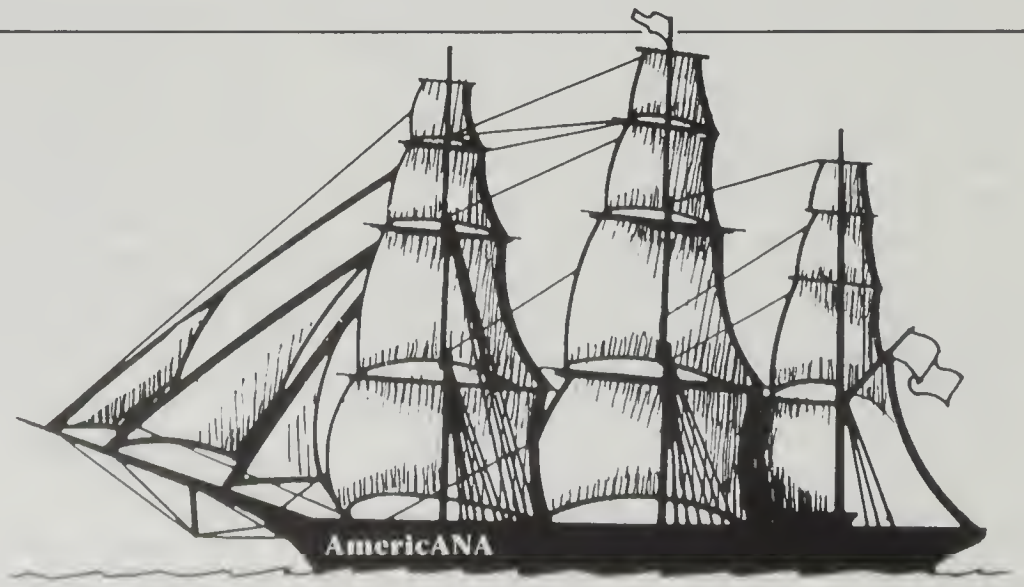
Chart your voyage with outstanding auctions by Heritage Numismatic Auctions and specially reduced airfares.

Sign on now. For hotel rates and reservation details contact:

American Numismatic Association
Convention Department
818 North Cascade Avenue
Colorado Springs, CO 80903-3279
719/632-2646, FAX 719/634-4085

Stay the course and sail through the year to

The 1993 AmericANA Coin Show: A World's Fair of Money
July 28 - August 1
Baltimore Convention Center
Baltimore, Maryland



For more information on the sailing adventures of 1993, contact:

AMERICAN NUMISMATIC ASSOCIATION
Convention Department
818 North Cascade Avenue
Colorado Springs, CO 80903-3279
(719) 632-2646
FAX (719) 634-4085

WOMEN, THE ENEMY WITHIN

BY
RUTHANN BRETTELL

Speech given by Ruthann Brettell at the Long Beach, CA WIN meeting...October, 1992.

I wish to thank WIN President Mary Sauvain and the membership of WIN for the opportunity to speak here today. I am speaking as an individual, and not on behalf of any organization. However, I am addressing you with the experiences I have gathered over more years than I wish to acknowledge. I want to talk today about opportunity and the limits we women face in finding success.

I'm sure it's no surprise to the women here and elsewhere that this is not our world.

Women have to make their opportunities

We may make up more than half of the nation's population, but we have to play by a set of rules, designed by and for the boys.

Women have to make their opportunities and, more often than not, anticipate that they will not receive the same rewards as men. Some people talk about glass ceilings, but I think it's more like a concrete wall...(however, no man-made wall lasts forever. Even the Berlin wall came tumbling down.)

In numismatics, the world definitely belongs to the men. The surveys conducted over the years by the ANA show 90 to 95 percent of our members are male. Obviously we girls were busy playing with dolls and waiting for prince charming, while the boys were busy with their teams, their coins and the rules of the game. Although numismatics has seen a number of women rise to positions of prominence, influence and power, they are few--each of us can probably count them on our fingers. Seven women have served on the ANA board of governors, only two have gone on to become president, and three have been inducted into the ANA hall of fame.

By comparison, 156 men have served on the board, the 45th male president is currently holding the office, and 52 men have been inducted into the hall of fame. This is not say that these men have not served the hobby well, because they have.

But everyone needs role models, and women

shouldn't look to men for their role models. Men certainly don't look to women for role models. So I suggest women take a lesson from the boys' handbook. Women should find other women to serve as the examples we want to follow. After all, if women are successful at any level, then we can learn from their trials and tribulations.

Maybe we need to recognize the ground breaking efforts of Virginia Eaton, who was the first woman to serve on the ANA Board of Governors. In 1901, Miss Eaton attended her first ANA convention in Buffalo, New York. She was recognized with the following comments in *The Numismatist*, "It is hoped this innovation will be more fully observed in the future."

If women at a coin show were an innovation, I wonder what they thought when she was elected to the board!

Think of women you know in numismatics ...and the models they can be.

WIN offers a wonderful place to start your search for women role models. Look around you. Think of women you know in numismatics, the examples they set and the models they can be.

But it isn't just the number or the predominance of men in the hobby that limit

...women make it more difficult for other women to reach for and succeed in the opportunities they want.

opportunities for women. We face one additional challenge to opportunity--other women.

Whether we do it on purpose or without thinking, women make it more difficult for other women to reach for and succeed in the opportunities they want. Listen to these examples of how the same actions by men and women are viewed differently, and ask yourself just how you think about them.

* A family photograph

Continued on page 13

Where the Action is in January!

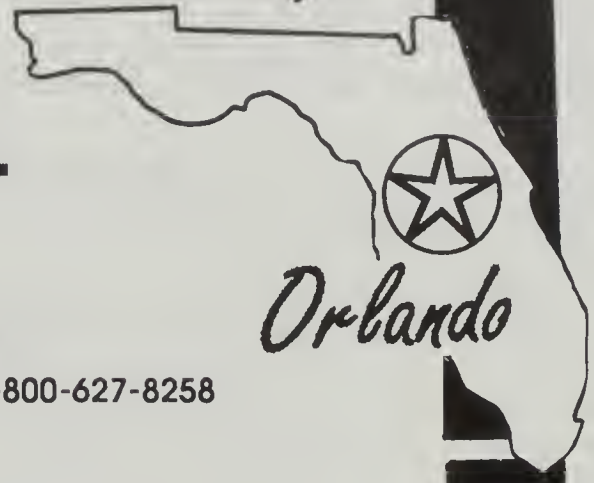
FLORIDA UNITED NUMISMATISTS, INC. FUN 1955

Join us in Orlando, Florida for the 39th Annual

FUN Show

January 6-9, 1994

Orange County Convention/Civic Center



Hotel Reservations

Clarion Plaza Hotel "Headquarters" 1-800-627-8258
Quality Inn Plaza 1-800-999-8585
Peabody Hotel 800-423-8257
Mention "FUN 1994" for special convention rates!

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PH: 904-376-0796

Member In Profile...Cont. from page 6

Jim and I went to...we were looking for a Twenty cent piece for my type book. I was overwhelmed by the amount of fantastic coins. There just wasn't enough time to look at all those gems and I never did find the Twenty cent piece, because I got so involved in looking at everything else. Eventually Jim got the bug too along with my best friend sister-in-law- Sherry. Between Sherry and I we had eight children so we loaded them in my station wagon and would go to a coin shop in Torrance that was on a dirt road. Since there was easy access parking immediately outside the front door, Sherry and I could play with the coins while the kids were tearing up each other. Between Jim and me, we had several series pretty well completed. Ed Fishman had advised me when I started collecting to "buy pretty-buy rare and the best coin you can afford." That advice was right-on and I tell my collectors the same thing. Using his advise, I collected Lincolns, Indians, Type and Commems. Jim worked on Walkers, Standing Liberty Quarters and Buffalo Nickels. I remember at the Jerry Buss Auction there was a fully struck gorgeous Buffalo Jim ached for. When the lot came up his hand was frozen in the air until he owned it. I keep excellent records. I know what coin I bought--when I bought it and from whom it was purchased, how much I paid and how much it sold for. (Pat shows me long green accounting sheets which are meticulously handwritten and obviously precisely maintained. Gloria mentions the merits of a computer.)

A: Oh, I have a computer but not when I was collecting. But I only use the computer now for printing labels for the coin club. These particular books I'm showing you are from my personal collection.

Q: In looking for your coins, did you travel to any of the back east auctions?

A: No, we went to the Southern California auctions, like Bowers before they moved to the east. It was then that we really got interested in Commems.

Q: From the looks of these pages, you really got interested. (The accounting pages display page after page of Commemorative series.)

A: This was and still is my personal collection. We sold all of our personal collection, except for the commems and a few real beauties we're not ready to part with. At first I wasn't really interested in Commems but once I started really to look at their diversity, I gravitated toward them.

Q: At first glance they look strange...almost like foreign coins, don't you think?

A: That's true, they sort of put you off until you learn more about them...same with Judd patterns which I also like.

Q: How did you happen to open the shop?

A: I didn't. My husband Jim was out of work. I was retired from real estate, doing some fun things like quilting, coin research and photography. My son Jimmy jumped on the opportunity to expand from bourse floor and into a retail shop. He came home one day announcing he had found the right location. We sold a few assets and plunged into a full time shop. I was to come in occasionally and take care of bookwork. Almost the week of our opening day Jim went back to work on an outside job, and Jimmy and I ran the shop.

Q: How long ago was that?

A: About six years ago...winter of '86.

Q: What was the hardest part of getting it started?

A: (Jim interjected that it was the re-decorating and equipping the store. Pat disagreed.) No, it wasn't. It was the mixture of inventory. We had sold some of our collection when we did the shows but, more than that, there were some things we had never collected...so we didn't have much in the way of stock that you need for a shop. We didn't have much in the way of Barber quarters and halves or half cents.

Q: That would be tough; having to anticipate everything that a wide base of collectors might be interested in buying. How did you plan the shop layout?

A: We set it up the way we liked a coin shop from a collector's stand point. When we opened we had a bid board that closed on Saturday with a drawing for a free gift. Now the bid-board is a

straight forward buy-board because we began to having trouble with forgetful buyers not picking up lots.

Continued to page 18

Women, The Enemy Within.. Cont. from page 10

on a desk shows--
that he is solid, responsible family man, but that she puts her family before her career.

* A cluttered desk indicates--
that he is a hard working, busy man, but that she is a disorganized, scatter brain.

* When not at their desks, it means--
that he must be at a meeting, and that she must be in the ladies' room.

* When they're absent from the office, it says--
that he is meeting customers, while she is out shopping.

* When criticized by the boss--
he will improve his performance, but she will be very upset.

* When they go on a business trip, it must mean--
that his career is on the right track, but her husband will have a lot of questions.

* When they get married, it means--
that he will be more settled, but she will get pregnant and leave.

* When a baby is expected, it indicates--
that he will need a raise, and she will increase health insurance costs.

* When they leave for a better job, it is a sure sign--
that he knows how to recognize a good opportunity, and that she is undependable.

Finally, there is one instance when both men and women can lose. (Of course, you know women lose more often than men.)

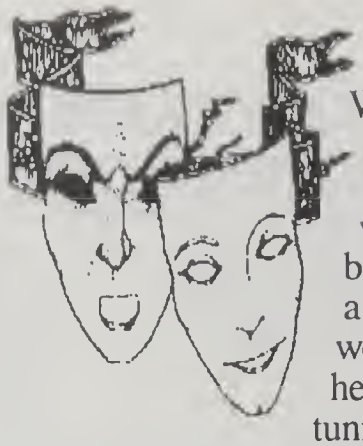
* When they have lunch with a man, it means--
that he is discussing business, but that she is having an affair.

* When they have lunch with a woman, it means--
that he is having an affair, but boys will be boys, and that two women having lunch is just a chance to gossip.

How did you do? Did you side with him or with her? Or did you see her as much of a problem as he is?

We have to put aside our petty jealousies...

If you found her at fault, then you've discovered the biggest battle women face.



We're our own worst enemy. we not only have to fight our way through a man's world, but then we have to battle other women who are afraid of losing their hard won victories. Women have to help other women get opportunities. We have to put aside our personal jealousies and realize that every successful, individual opportunity achieved by a woman is a victory for all women.

Now I don't mean that we should ignore our own personal hopes and desires. After all this is what separates us from one another. What I am saying is that we should bring to the forefront our visions, our plans for tomorrow, our nurturing abilities, our caring, and everything that makes us women, daughters, sisters, mother, aunts, and grandmothers. We need to bring our full plates to the game table and show that we are not only prepared to succeed at every opportunity, but that we will be successful.

Since numismatics is so dominated by men, we must unite in our support for the women involved in the hobby, at whatever level.

I don't expect everyone to automatically embrace someone else just because she is of the same gender. We're human. We like some people and dislike others. But we shouldn't automatically dislike someone based solely on his or her sex.

We need to play on the same team, just like the boys do. We need to accept and trust what another woman says and not wait for verification from a man. We do that! I've done it. You've done it. We're all guilty of deferring to men.

However, women don't need to apologize. We don't need to seek redemption. You don't need permission to join this side of the gender gap. You were born there.

But we do need to create opportunities. We need to recognize that women have great vision.

We need to make contacts and form networks with one another. WIN is a perfect place to start.

Remember, its not who you are, but what others think you are. The first place to begin is to think positive. We need to make contacts and form networks with one another. WIN is a perfect place to start your networking.

Several years ago I

Continued to page 15

TRAVEL TIPS

By
Paul R. Whitmah, NLG

TRAVEL STRATEGIES

As this article goes to press we still find the ailing air transportation industry in a tremendous state of flux. Rumors are rampant about more bankruptcies, service reductions. Airline mergers and significant air fare increases. Additionally, local municipalities are imposing a new passenger facility charge on every airline ticket sold for transportation to/from their city.

In an effort to produce higher revenues the airlines are rewriting their tariffs imposing new restrictions on loopholes the consumers were utilizing to reduce air fare expenses. For example. A long standing practice for the traveler not qualifying for the deeply discounted excursion (Saturday night stay required) fare, was to purchase "back-to-back" tickets combining two show dates in the same city. This practice resulted in a significant savings for both shows with no Saturday night stay. Many of my travel agency clients did this for the 1992 ANA and 1993 FUN shows. Both shows being in Orlando, FL. Tickets would have looked like this:

Aug 11 - Your city to Orlando
Jan 09 - Orlando to your city
Fare- $259

Aug 15 - Orlando to your city
Jan 05 - Your city to Orlando
Fare-$259

If the tickets had been purchased independently and not "back-to-backed" the end result would have been an air fare of $520 each.

To forestall this practice in the future, airlines are now requiring that on all excursion type air fares, return travel must commence within thirty days of your origination. Thus in the example above January, '93, travel would disqualify the air ticket for a discount. Recognizing that there will be some travellers attempting purchase "back-to back" tickets inside the thirty day window. The airline accounting departments have developed a computer program which will identify this alleged misuse of airline tickets. Several air carriers have gone on record that they will back bill the client for the full unrestricted non-discounted air fare. Needless to say the jury is still out on this issue.

For those inclined to attempt to utilize "hidden" city air fares it appears the new mileage based pricing philosophy has eliminated this loophole as well.

The airlines are doing everything within their control to increase revenues, and the bottom line to you the consumer will be higher costs and diminished service. For example, one major airline has gone on record that they expect 1993 to be a financially disastrous year. Their fuel costs will increase $100 million. Their commissions to travel agents will increase $150 million, airport rentals and landing fees will increase $90 million, interest payments will be up by $150 million, employee health care costs by $40 million, and wage and salary costs by $410 million.

Where is this one airline going to find the money to meet these expenses? You got it, they are going to search every avenue for additional revenue, and leave no stone unturned to cut expenses. Food service will be reduced or eliminated. Fewer flight attendants will be onboard aircraft, *etc. etc. etc.*

How should you plan your air travel budget for next year???? Your only salvation will be to watch for air fare sales. Work closely with your travel agent, and become a judicious value shopper. 1993 is not going to be easy.

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Women, The Enemy Within..Cont. from pg. 11

was fortunate to hear a woman from the San Diego area talk about the power of networking. Anne Boe had created her own company--Career Networks. She said networking is the "key to success; that networking gives you the tools of career development."

What she said may sound familiar, but it's important to remember. She said, "What you don't know will hurt you. That knowledge is power--the power to access information."

She said, "The most common reason to start networking is to avoid isolation. A networker is a person who joins a professional organization to discover where new jobs are, who takes a class, who shares work skills."

Networking, she said, "Gives you a sense of belonging in your profession."

If we're going to play on the same field as men, we must play by their rules. But we need to make the rules work for us. If we learn to support one another, to congratulate the successes of other women and to learn from

---

...respect ourselves and be accepting of others.

---

their mistakes, we can do better.

Women need a positive self-image. We must respect ourselves and be accepting of others. We can show our confidence and be enthusiastic about ourselves. We have to be open to new experiences, willing to show our creativity and capable of using our power to help others.

When you're positive about something, you need to express your power. Instead of saying "I kind of like it," say, "I like it." Be positive. If you know something isn't right, don't be afraid to say,"That's incorrect."

Have the power and attitude to say, "I don't want to." When someone else is correct, tell them, "You're right." Avoid self doubts. Take a stand and proclaim,"I'm sure."

It's not going to be easy; it won't happen overnight; but each step is important.

Increase your own visibility through networking. Try some of these keys to unlock your success.

* First be honest with yourself, and present a professional image.
* Next, capitalize on your strengths, have an attitude of commitment, and let others know why they need your talents.
* Then, make sure you attend the important meetings, be articulate, and make use of business cards--your's and their's.
* Be part of the team and use "We" rather than "I."
* Learn to recognize and strengthen your weaknesses, develop a portfolio and share your knowledge without expectation.
* Talk positively and learn supportive listening habits.
* Finally, have fun and enjoy yourself, but be persistent.

Decide to be a winner and your opportunities will lead to success.

In time, that cluttered desk will mean that she is a hard worker and busy. When she's not at her desk, it will mean that she is meeting customers. When she leaves one job for another, it will show that she knows a good opportunity.

And when he is having lunch with the boss, it will mean that she is successful and on the right career course. But most importantly, it will also mean that she can expect to be treated with the respect and dignity we all want and deserve.

Men may continue to dominate the numismatic world, but women need to show them that the female minority is united, and we are prepared to make the advances that need to be made for a better hobby for all.

Together, we will win.

Ruthann Brettell
ANA Convention Director

Photo courtesy of ANA

Editor Note: Ruthann, thank you for your well thought out views on "the glass ceiling" or as you so aptly put it "the concrete wall." All organizations, business and individuals would do well to take a look at how they operate within. Your presentation sparked a thought provoking, realistic and enjoyable discussion.

Book Review

THE "FLYING EAGLE AND INDIAN CENT" *A LABOR OF LOVE*

Interview with Richard Snow, author of *Flying Eagle and Indian Cents.*

BY SONDRA BEYMER

Richard (Rick) Snow says "Worlds await those who take the time to learn" and his new book, *"Flying Eagle and Indian Cent"* varieties published this fall 1992, provides collectors with a wonderful learning tool. His book, factual and easy to read, began when Rick noticed that there was not much written on a very popular collecting area, Flying Eagle and Indian Cents. Since this is one of my favorite series, I especially enjoyed interviewing Rick about his book. I could sense his dedication and love of this series, so it is not surprising that this book turned out so well!

Rick Snow, owner of Eagle Eye Rare Coins, is currently from Tucson, Arizona. He began taking notes on Indian Cents in 1977 from small coin shops in New Jersey, which he continued until 1982. In 1982 Rick left the coin business making his living by selling new tools out of his van around the United States. He found it too difficult to find tool suppliers around the Louisiana area so he left that business.

Broke, he then moved in with his sister in Tucson. Rick was hired by Elliot Goldman at Allstate in 1987. At that time, Elliot owned his shop for four years and appreciated Rick's expertise and knowledge. By attending coin shows Rick expanded his numismatic information. He accumulated and compiled information from Walter Breen's *Complete Encyclopedia of U.S. and Colonial Coins* and *Scott's Comprehensive Encyclopedia of U.S. Coins* issued by Don Taxay storing these facts in his computer. By checking with coin dealers and collectors more information was gathered and added to his computer database.

Rick states the most difficult area was securing good photos of the coins. Then a synchronistic connection occurred...he ran into Chris Pilliod at the 1991 ANA. Chris was also writing a book and had a vast source of fine photos accumulated for his book. So Rick and Chris combined their resources. Chris contributed his collection of over 100 photos of Indian Cents and finally the book was ready for publication.

Richard (Rick) Snow

Just as Sheldon's book *Penny Whimsy* helped large cent collecting to become organized and systematic, Rick feels his book is a good tool for the small cent collector. Rick states that his greatest reward has been "getting his book out there for everyone" and this publication makes him feel good about himself!

Rick enjoys Flying Eagle and Indian Cents particularly as he likes both the historical background rooted in Civil War Reconstruction, and taming of the West, and in charting new ground. He feels the coins are not only attractive, and are both affordable and plentiful enough to be easily collected.

Together he and Larry Steve, a fellow Indian Cent collector, started The Flying Eagle and Indian Cent Collectors Society commonly known as The Fly-In Club, which is the fastest growing club of its type, with over 500 members. The club's first President was Rick.

Rick Snow states his goal in the preface to his book: "It is...my hope that this will make coin-collecting a much more rewarding endeavor for anyone wishing to explore this magnificent hobby."

For further information, please contact Rick Snow at Eagle Eye Press at 3848 E. 5th Street, Tucson, Arizona 85716, (602) 323-9507. Fax: (602) 323-2215.

Editor Note: Rick's book is a must for your numismatic library.

* * *

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DO YOU BELIEVE?
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The Case of The Fugio Cent

By
Gloria Peters

Soon after Cindy and I started setting up at coin shows we both became fascinated with a Fugio cent sitting in a dealer's case at a San Jose show. We knew the history of metal planchets from copper bands from powder kegs, but had never owned a Fugio. The 'mind your business' with the 'all-seeing eye' and the joined rings representing the colonies is undoubtly (my opinion, of course) one of the greatest designs in American coinage. Ben Franklin, regardless of the rumors of his questionable behavior in Europe, was a very creative man...and his design reflects his dedication to his beliefs. 1787...I thought back to what my ancestors were doing during that time in America. We Are One...never was a statement so true if the colonies were to survive as a strong collation of United States.

The Fugio we bought was a little pathetic in appearance compared to the mint state coins in our cases. The surfaces were corroded (probably buried at one time) but it was a geniune Club Rays Fugio so it hardly mattered. The coin traveled to many shows with us without a price tag. We didn't intend to sell it, just keep it to look at and enjoy. One day at a Long Beach show a customer spotted the Fugio good luck piece in the back of a case and asked "How much?" Trying to be a 'business' person instead of a collector I told him it was corroded, not a great example, probably not worth what I would have to charge for it since I had felt I paid too much in the first place, considering its condition. Probably could find a better value with a dealer who specialized in Fugios. The up-shot was he bought it on my first price quote. Humph!

Business went on for a while, really decent, and I forgot about the Fugio, it's history, and why we had bought it in the first place. After a short lived boom the market started taking a tumble...and it tumbled...and tumbled until most of us dealers were using straws to breathe above the red tide. At the Long Beach show this last June my partner reminded me of our old Fugio cent and how our luck and the whole market's luck had changed since we sold it. Voodoo? Talisman? That's just plain silly! The whole economy was suffering. A Fugio cent?...ridiculous! I guess you can get ridiculous after a while... course, being desperate helps too, so I started looking for another Fugio. Most were in too good a condition...and a heck of a lot more expensive than I wanted to pay. We expressed our need for a return of our good-luck piece to Mary Sauvain (at the end of the show)...laughing of course. At the Milwaukee show in September, Mary brought a perfect duplicate of the 'sold' Fugio to our table. "Did we want it for $ so and so?" We couldn't whip out the checkbook fast enough. Soon afterward a dealer stopped at the table and asked "How much?" And this time we had the good sense to say, "Not For Sale!"

Now I know this will sound strange, and the time frame hasn't been very long...but our next show was far better. And after that we picked up two customers that we can work with on a regular basis...and we made a small profit on our sales since Milwaukee.

Maybe there is something to having a good luck Fugio? If it works I'll be looking for another one to keep it company. Stand by, Mary.

Member In Profile...Continued from page 12

Q: What's the best thing about having a shop?
A: Being able to play with the coins, and the constant opportunity to learn.
Q: The worst thing...
A: Never having a real vacation or being able to go anywhere. Our vacation is the FUN Show. We go there and work our collector's want lists. I buy and buy; then start making phone calls to my collectors the following Monday. In the future, Jim and I would like to have a little RV and travel the U.S. stopping at coin shops along the way.
Q: What do you think about the WIN organization? What do you think about goals and plans for the group?
A: I like it. It brings women into the status of their profession. It has class. As far as goals, I think there are a lot of women out there in shops who need to have a connection. WIN should outreach to them...and form a communication network. It should help us be more comfortable with each other.

* * *

Editor Note: Pat has been active, in the past, with the Girl Scout program, and still spends time teaching young people about numismatics. She has voluntered to help ANA in it's efforts to formulate a numismatic badge/patch for Girl Scouts. She will also assist Girl Scouts by serving as an instructor once the program is developed. Thank you and good luck. WIN and numismatics needs more dedicated women like you.

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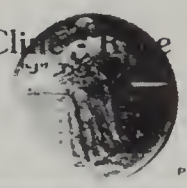

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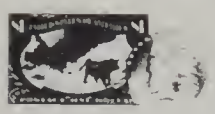

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